

GARAGE SALES

Paring Down Your Lifestyle

As more Americans age, they may find themselves trimming back on the clutter and focusing on what really matters.

Called downsizing, it often happens when a generation ages and moves out of the family home and into smaller digs. One study says that, by 2030, the aging Baby Boomer generation will release 26 million homes into the market and many of those seniors will transition to smaller apartments or other homes. Because of the size of the Baby Boom generation, the number of families downsizing will outnumber growing families by nearly three to one. Here are some tips on how to handle the downsizing process.

TRY A METHOD TO DECLUTTERING

When you move from a larger family home to a smaller apartment, townhome or other home, you're going to need to get rid of some things. There are many decluttering methods out there, including the trendy KonMari method by Marie Kondo or the Four-Box Method that sorts goods



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into put away, give away or sell, trash and storage. At the root of all of them is sorting your things into categories and deciding what you're going to keep, sell or trash.

You can call in friends and family members to help, and it's possible that some of them will want to take some of the

things you're getting rid of. For large items, such as furniture or appliances, consider calling local donation centers that will come and get them for you.

GETTING READY TO HOST A SALE

A general rule of thumb for

pricing is 10-20% of retail value. Try not to exceed that, especially on items that you have a lot of. Consider offering bundle discounts to entice shoppers to take more items off your hands. You should also make a plan to get rid of any garage sale leftovers. Remember that donation cen-

ter? Try giving them another call.

Set your sale for a weekend that doesn't conflict with any other big-ticket events. Set times but also get ready for early birds and late comers. Advertise your sale in the local newspaper, in any community calendars in your area, and on social media channels that you regularly use. Recruit friends and family to help set items out and act as cashiers for the day. Make sure you have a few strong backs to help load heavy items.

TOSS IT

If you start to see your trash pile getting out of hand, consider renting a trash bin or scheduling some extra garbage pickups. Try not to let it linger in your home and give you time to talk yourself out of letting go of it. Friends and family members can look at items objectively if you're finding that it's difficult to let go of some things. Try to recycle as much as you can by contacting textiles and electronics recyclers, and also look into donating as many usable items as you can. Hospitals and nursing homes sometimes appreciate old movies and books, while homeless shelters or churches may take old clothing.

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SELLER'S TIP

Don't Let Sentimental Value Affect Pricing

While you know everything has value, be careful not to let your feelings get in the way of pricing your items. Emotional value isn't the same as monetary value; and your shoppers could balk at unusually high prices. Remember to try to stick to 10-20% of retail value. If you really think you've got something valuable, look into having it professionally appraised and sold through consignment so that the professionals can get you the most for your treasures.

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